1.4112: 2/6/81

EXPORT BRIEFS

The following trade items have been gathered from Agricultural Attache and other government reports as a service to U.S. exporters of food and agricultural products. In publishing the trade leads the Department of Agriculture does not guarantee reliability of the overseas inquirer. Your best source for further information on these trade leads is the listed foreign firm originating the inquiry. You may also contact the Export Trade Services Division, FAS, (202) 447-7103.

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February 6, 1981

0234 Wheat flour (Syria). Tender with closing date February 21 for 90,000 metric tons of "zero" white wheat flour plus/minus 5 pct, at sellers option. Full specifications from address below. Shipment: 30,000 mt April 1981, and similar amounts in May and June 1981. Partial shipment minimum 2500 mt. plus/minus 5 pct. Ouote: C and F (free out liners terms) Lattakia or Tartous ports. Contact: The general establishment for cereal processing and trade (Estcereal), Sahet Youssef Al-Azmeh, -Hilal Al-Ahmar Building Damascus, Syria. Telex: 11027 SY.

0235 Palm and tropical foliage seed (Australia). Wishes to buy palm seeds and rare tropical foliage seed, high germination necessary, packed in foil. Phytosanitary certificate required. Ouote: CIF. Bank ref: ANZ Bank, Darwin Branch. Contact: L.K. Reiner, Mother Nature Garden Service PTY Ltd, P.O. Box 809, Darwin, Northern Territory, 5794 Australia. Phone: (089) 881081.

0236 0237 0238 Green peas, peaches, tomato paste (Chile). Green peas, canned peaches in syrup, and tomato paste 30/32 grades brix. Each product should be Fancy and Choice (grades 1 and 2), 5,000 cartons month, cartons 24/560 grs (No. 2) and 24/850 grs (No. 2½). Shipment after April, 1981. Ouote: private label, CIF Valparaiso. Bank ref: Banco del Estado de Chile and Banco Sudamericano. Contact: Fernando Mendia Infante, Consorcio Nieto Saci, Santa Rosa No. 2668 Santiago, Chile. Telex: 40206 Socen Cl. Phone: 52572/568078.

0239 Meat and bone meal (Syria). Requests offers for 6,400 mt. of meat and bone meal for shipment 3,200 mt. in February 1981 and 3,200 mt. in March 1981. Offer deadline February 10. Complete details from address below. Prices requested per net weight.
FOB stowed on board vessel at port of loading. C and F liner terms, Syrian ports. Bid bond required. Contact: The general organization for fodder (GOF, P.O. Box 4797 Damascus, Syria. Cable: ALAF. Telex: 11089 SY.

0240 Wine (England). Wants still and sparkling white wine, low-medium priced wines, bottles, in cartons. Ouote: CIF, London. Bank ref: Lloyds Bank Ltd, Witham. Contact: David Eade, Impex Links, 6 Abercorn Way, Witham, Essex CM8 2UF, England.

Issued weekly by the Export Trade Services Division, Foreign Agricultural Service, U.S. Department of Agriculture, Room 4945 South Building, Washington, D.C. 20250

0241 Snacks (Sweden). Wants different kinds of natural snacks, approx. 100,000 consumer packs per year, ready-to-sell consumer packages. The firm is the largest independent wholesaler and importer in Sweden. Bank ref: Skandinaviska Enskilda Banken. Contact: Claes-Goran Fick, Arvid Nordquist Hab, Fack, S-171 20 Solna, Sweden. Telex: 10047. Cable: PARFAIT S. Phone: 08/28 90 80.

0242 Frozen geese and rabbits (Germany). Interested in buying frozen geese and frozen domestic rabbits. Bank ref: Stadt-Sparkasse in 4156 Willich 3. Contact: Koenen Tiefkuehl Service GMBH, Mr. H. Koenen, AM Nordkanal 38; 4156 Willich 3, West Germany. Telex: 8531023. Phone: 2154-5031-4.

0243 Rice (Germany). Wants milled white rice, long grain, 50,000 metric tons, U.S. grade no. 2, maximum 4 percent brokens, in 50 kilo bags. Payment by seller's specification. Quotation valid for at least three months. Request 2 kilo samples by express air mail. Quote: U.S. storage plant or C&F any Iranian port. Bank ref: Dresdner Bank AG, Duesseldorf. Contact: Dr. Karim Amighi, Technoplan GMBH, Bismarckstrasse 77, P.O. Box 8002, 4000 Duesseldorf 1, Germany. Telex: 8581983 TEX D. Phone: 0211-35 66 19.

0244 Broilers, beef, pork (Belgium). Wishes to buy 10,000-15,000 mt.
0245 monthly of frozen broilers, Grade A, I.W.P. cartons, Islamic slaughter; and container loads of portion control beef and pork cuts. Quote: FOB U.S. ports and C&F Alexandria; FOB U.S. ports and C&F Alexandria per container. Contact: Peter Van Heeswijk, United Meat S.A. Lange Lobroekstraat 69, B-2000 Antwerpen (Belgium). Telex: 71269 FFOOD. Phone: 031/36.85.29.

0246 Haricot beans (New Zealand). Wants dry beans-Haricot variety for processing into baked beans, 1,000 to 1,500 mt. per year, U.S. number 1, bulk containers-200 to 300 mt per shipment. Delivery beginning April or May through November. Quote: FAS or C&F Wellington. Bank ref: Australia & New Zealand, Lower Hutt, N.Z. Contact: Henry Chiu, Robert Brice and Co., P.O. Box 3747, Wellington, New Zealand. Telex: 3934. Phone: 687-109 Wellington.

0247 Holstein and Charolais tender (Korea). The National Livestock
0248 Cooperatives Federation (NLCF) tendered January 29 for (A) 8 head of registered Holstein dairy bulls and (B) 7 head of registered Charolais beef bulls from U.S.A., Canada, Japan, New Zealand, and Australia. The bid closing date is 11:00 AM February 27, 1981. NLCF Telex: K-23571 NALICOF, Seoul, Korea. Details can be obtained from the Agricultural Trade Officer, American Embassy (Seoul, Korea), APO San Francisco 96301.

0249 Turkeys (Canary Islands). Wants frozen dressed turkeys, 100 mt. (6 full cargo loads), eviscerated, without head and feet. Weight to be be agreed upon. Each bird individually wrapped in cryovac polyethylene bags. Then packed in cargo board boxes, properly secured. Size of box to be decided at the time of contracting. Quotations: CIF Canary Islands. Delivery: Shipment during first fortnight in November 1981. Bank ref: Intercontinental Espanol.

Contact: Jose A. Hormiga-Marrero, Horlemen Canarias, S.L., Franchy Y Roca, 5-Third Floor, Las Palmas de Gran Canaria, Canary Islands. Phone: (928) 27 71 16. Telex: 96585 Horc E.

0250 0251 Pork loins, beef tenderloins (Canary Islands). Wants pork loins, bone in, 30-25 mt. per month, and steer tenderloins, 30-35 mt. per month (2 full cargo loads) 2-3 and 3-4 pounds. Packaging in cardboard boxes properly secured. Quotations: CIF Canary Islands. Delivery from February 1981 on. Bank ref: Intercontinental Espanol. Contact: Jose A. Hormiga-Marrero, Horlemen Canarias, S.L., Franchy Y Roca, 5-Third Floor, Las Palmas de Gran Canaria, Canary Islands. Phone: (928) 27 41 16. Telex: 96585 Horc E.

0252 0253 Dressed ducks, fryer legs (Canary Islands). Wants frozen dressed ducks, 15-20 mt. per month (one full cargo load), eviscerated, without head and feet, 1,600-2,200 grams. Each piece in transparent polyethylene bags, with label in Spanish attached, (according to Spanish laws bag shall bear no printed markings), then packed in cardboard boxes, properly secured. Also fryer legs, 100 mt. per month, 30-40 lbs. per carton, outside labels in Spanish. Quotations: CIF Canary Islands. Delivery: From February 1981 on. Bank ref: Intercontinental Espanol. Contact: Jose A. Hormiga-Marrero, Horlemen Canarias, S.L., Franchy Y Roca, 5-Third Floor, Las Palmas de Gran Canaria, Canary Islands. Phone: (928) 27 41 16. Telex: 96585 Horc E.

0254 Canned peaches (Chile). Wants 18-20 thousand gallon cans of peaches, water pack, grade one, one-half June 1981, remainder August. Quote: CIF Valparaiso, Chile. Bank ref: Banco de Santiago, Modeda 1096, Santiago. Contact: Gerardo Ateaga K., Industrial Y Comercial Santa Adela Ltda., Amunategui 86, of. 501, Santiago, Chile. Telex: FACODELA 94260. Phone: 68387 or 68351.

0255 Broilers (Sweden). Wants 5,000 mt. of frozen broilers, approx. 1 kg weight, for third country destination. Bank ref: Svenska Handelsbanken. Contact: Arvid Netterberg, APRO BYGG AB, Frofastegatan 86-88, S-421 31 Vastra Frolunda, Sweden. Phone: 031/49 33 60.

0256 Onion sets (Yugoslavia). Yugoslav importers request quotes on 2,000 to 2,500 mt. of onion sets for delivery by March 5. (Netherlands is traditional supplier but steep price increases have led to desire to investigate other markets.) Price (CIF Rijeka or Koper) and quality will be key factors in import decision. Send offer soonest to Vocar-Coop, Belgrade, to Telex 11209 Yu Vocar and/or to Economic Chamber for Drmanovic at Telex 12423 YUG KOM.

0257 Dried alfalfa (Japan). Wants dehydrated alfalfa leaves, 2,000 m/t per year, in pellet and for chemical use, crude protein content over 20 percent, crude fiber content over 18 percent, appropriate packaging for export by surface shipment. Immediate delivery. Quote: C&F. Bank ref: Mitsubishi Bank, Yurakucho Branch, Tokyo. Contact: Hajime Katoh, First Enterprise, Inc., C/O 6th Floor,

Ohmori Sky Residence, 30-16, 6-chome, Ohmori-Kita, Ohta-Ku, Tokyo, Japan. Telex: 02468069 FRST E J. Cable: HJIMIEK TOKYO. Phone: (03) 766-6361.

0258 Wheat germ oil (Japan). Wants 500 kgs as trial shipment. Requires specific information to include a complete analysis. Packed in cans. Immediate delivery. Quote: FOB. Bank ref: Fuji Bank, Shimbashi Branch, Tokyo. Contact: Kazusuke Kamijo, The Taiyo Shokai Co., Ltd., 5-33-9, Shimbashi, Minato-Ku, Tokyo, Japan. Cable: KAMIJO TYO. Phone: (03) 431-3654.

0259 0260 0261 Grains, sugar, vegetable oils (Peru). Wishes to represent or act as broker for U.S. exporters of food and feed grains, sugar and vegetable oils. Bank ref: Ing. Guillermo Huaman de los Heros, Gerente de la Oficina Tecnica, Banco Peruano de los Constructores, Jiron Lampa 560, Lima 1, Peru. For further reference on this company, interested firms could contact Mr. George Istrati, Director, International Marketing, Globe Engineering co., 222 North Dearborn Street, Chicago, Illinois. Phone: (312) 431-6800. Contact: Jerry B. Bartin, AMSA Consultores, AV. Salaverry 2409-2415 Of. 206, San Isidro, Apartado Postal 5231, Lima 1, Peru. Telex: 25257 CP ISIDR. Cable: AMSAPE. Phone: 22-3459.

0262 Soy protein, vegetable oil (Japan). Wants 20 mt. per year of soybean protein, purity more than 96%, immediate delivery; and substantial quantities of wheat germ oil, delivery November or December. Samples and specific information required. Appropriate packaging for export by surface shipment. Quote: C&F. Bank ref: Dai-Ichi Kangyo Bank, Showa-Dori Branch, Tokyo. Contact: Toyotsugu Arisaka, K.K. J.A.M. Inc., C/O Chiyoda Kaikan, 3-9, Kabuto-Cho, Nihonbashi, Chuq-Ku, Tokyo, Japan. Telex: 2524134 JAMINC J. Cable: TYOJAMINC. Phone: (03) 668-3021.

0263 Onions (Okinawa). Wishes to purchase onions, 1,500 m/t per year, size: 3. to 3.5 inches, specific information required. Appropriate packaging for export by surface shipment. Delivery beginning September-October. Quote: C&F. Bank ref: Ryukyu Bank, Naha Branch, Okinawa. Contact: Siezan Nakahara, Naha Seikabutsu Oroshisho Jigyo Kyodo Kumiai, #287, Maji, Naha-Shi, Okinawa. Telex: 795-484 Naseka J. Phone: (0988) 55-3411.

0264 Abalone (Singapore). Wants 3,000 kg per month of abalone-frozen and canned, packed in 10-20 kg paper cartons, prompt delivery. Quote: CIF. Bank ref: Hongkong and Shanghai Banking Corporation, Marine Parade Branch, Singapore. Contact: Thomas Goh, Choice Foods PTE Ltd., 112 Block 34, Dakota Crescent, Singapore 1439. Telex: RS 25427. Phone: 4485563.

0265 Garlic (Greece). Wishes to buy sliced dried garlic, 4 mt. divided in two equal shipments, Grade A for sausage manufacture, in 50 lb. polylined jute bags, 2 mt as soon as possible balance June. Supplier must send sample with offer. Quote: CIF Piraeus, Greece. Bank ref: National Bank of Greece, Vathis Square Branch, 2 Acharnon Street, Athens. Contact: Stilianos Pongoyannis, Pongoyannis Company, 18, Averof Street, Athens 103, Greece. Telex: 210682 ANSWERBACK STEM. Phone: 822-5665.

0266 Sugar (Germany). Wants refined white sugar, 100,000 metric tons, polar 99.8, ash 0.04, moisture 0.08., Colue.100 percent, packed in 50 kilo bags. Quote FAS or FOB U.S. Gulf port. Bank ref: Bank of America, Hamburg. Contact: E.B. Robertz, Pacific Trading Company GMBH, Rothenbaumchaussee 115, D-2000 Hamburg 13, Germany. Telex: 0212889 VOELCK D. Cable: PATRACO HAMBURG. Phone: 040-44 22 63.

0267 Dates (Belgium). Wants 5 metric tons of fresh dates, suitable for health food shops, bulk in 7 to 20 kilo cartons. Needs certificate stating that dates are 100 percent natural, non treated, and free of worms. Would like samples. Quote: CIF Antwerp. Bank ref: Societe Generale De Banque. Contact: Mrs. Kassabian, Araco SPRL, Rue Gatti de Gamond, 214, B-1180 Brussels (Belgium). Telex: Aracoimpex. Phone: 02/376.67.58.

0268 Soybeans, corn (Germany). Wants 10,000-15,000 mt. of soybeans, No.
0269 2 or 3; and 10,000-15,000 mt. of yellow corn, No. 2. Quote: FOB & cost and freight (C&F) free out Jeddah. Bank ref: Sonali Bank, Secretariate Branch, Ramma, Dacca 2, Bangladesh. Contact: Dr. Bashir-ud-din Ahmad, Allied Trade and Travel Service, P.O. Box 301716, West Berlin 301, Germany. Telex: 11438LIHAZB, DD ATN: ALLELES. Cable: ALLELLES, WEST BERLIN.

0270 Chicken, beef, turkey, eggs (England). Wants 1,000 tons of chicken,
0271 100 tons of beef in quarters and halves, 100 tons of chicken parts,
0272 100 tons of eggs, tray packs 90%, dozen packs 10%, 35% stamped
0273 with origin, 60% 55 to 60 cms, 40 % 60-65 cms, and 100 tons of turkey drumsticks. Quote: FOB, California or Tampa, C&F Dubai (UAE) and Quatar. Bank ref: Lloyds Bank Ltd. Contact: D. Cliff, D.W. Cliff Enterprise, 66 Westwood, Golcar Huddersfield, Yorkshire, England. Telex: 21120.

0274 Live broilers (Canada). Wants live broiler chickens, 21,000 head, 3 trailer loads, deliver week of February 14, 1981. Other requirements: Live, 4 to 4½ lbs. Bank ref: On request. Contact: Bob Thorpe, Paris Poultry Products, 334 Grand River Street North, Paris, Ontario, N3L 3E4, Canada. Phone: (519) 442-2731.

0275 Joint venture (Colombia). Interested in a joint venture for a cattle operation of about 30,000 head. Has about $120 million worth of land and operation will need about two million U.S. dollars. Located in northern area of Colombia Barranquilla area. Contact: Adriano Montero Amador, Carrera 5 No. 26-57, Apt. 201, Bogota, Colombia. Phone: 232-6838 BOGOTA or 837-590 MEDELLIN.

0276 Broilers (Germany). Wants broilers, frozen, up to 5,000 tons per month, Grade A, usual packaging. Birds to be Halal killed, I.E., slaughtered in accordance with Muslim requirements. Letter of credit can be opened immediately. Quote: FOB stowed U.S. port. Bank ref: Schweizerische Depositen-Und Kreditbank A.G., Zurich, Swuitzerland; Manager Mr. Wigert. Contact: L. Peeters, S. Bittner GMBH, Kantstrasse 2, D-4010 Hilden, West Germany. Telex: 8581675 CPI D. Phone: 49.2103.80025.

0277 Dried peas, canned fruits, and vegetables (Chile). Wants consumer
0278 packs of dried whole green peas, canned peaches, pineapple, fruit
0279 cocktail and fruit juices, canned asparagus, green beans, sweet corn, and red peppers. Quantity will depend on price. Canned products should be Fancy-Choice in A1, A2, A10, and A12 sizes. Quote: CIF Valparaiso, Chile. Bank ref: Banco de Santiago, Moneda 1096, Santiago, and Banco de Chile, Ahumada 251, Santiago. Contact: Rene Silberstein, Productos Walter Silberstein Y Co. Ltda., Casilla 186, Correo 10, Santiago, Chile. Telex: PB. VTRKU 94260 WASIL. Cable: WASIL. Phone: 773314 and 370590, Santiago.

Foreign Trade Developments

The world-renowned ANUGA International Trade Fair will take place in Cologne, West Germany, from October 10-15, 1981. The Foreign Agricultural Service has promoted U.S. agricultural and food products exports at this important biennial event for many years and once again is planning an exhibit of over 1,000 square meters in "Consuma" - the food section of ANUGA '81. Again we are cooperating with the German-American Chamber of Commerce in soliciting U.S. food companies to join us in this excellent opportunity to contact representatives of the food trade from all over the world. Mr. Hans Teetz of the Chamber is handling all details for exhibitor participation. Through the Office of the Agricultural Counselor at the American Embassy in Bonn and the Agricultural Trade Office in Hamburg, assistance will be offered to all exhibitors. A general information booth and trade lounge at the exhibit will be staffed and operated by these Foreign Agricultural Service representatives. Past experience indicates that interest in participating in the U.S. exhibit exceeds the space available. Therefore, potential exhibitors are urged to give early consideration to this invitation and to contact Mr. Teetz at his New York office (telephone: (212) 974-8830) for further details.

Last Call-- Food Exhibitions for European Buyers. Food buyers from Germany, Holland, Spain, Switzerland, England, Ireland, Sweden, Denmark, Norway, and Belgium will be coming to the United States February 18 to attend four regional exhibits of American foods. Exporters of U.S. fresh and processed foods are reminded that there is still time to participate. The locations, exhibit dates and offices to contact are New Orleans, February 18-22, Southern United States Trade Association, Phone (504) 568-5986; Oakland, February 26-28. Western U.S. Agricultural Trade Association, Phone (206) 696-4681; Kansas City, March 3, Mid-America International Agri-Trade Council, Phone (312) 368-4448: and New York City, March 5, Eastern U.S. Agricultural and Food Export Council, Phone (212) 432-0020. The buyers will also be visiting the National Fancy Food and Confection Show in Houston and the United Fresh Fruit and Vegetable Association Convention and Exhibit in San Antonio.

Food/Tourist exhibition on Island Of Margarita. The first international food show in Margarita, a major Venezuelan tourist and free port center, will be held March 20-26. Cost of a 3X4

meter booth is $5,000. Contact for the show is Juan Marrero Suarez, Margarita Concorde Hotel, Porlamar, Ilsa de Margarita, Estado Nueva Esparta, Venezuela.

Colombia announces AgroExpo 1981. A National Agricultural Exposition will be held in Bogota, Colombia, July 16-26, 1981. Exhibits will include canned and preserved foods, wines, food preservation equipment, packaging and bottling equipment. For details write to the Coordinacion de Ferias y Exposiciones S.A., Carrera 40 No. 22C-67, Bogota, D.E. Colombia.

The Central American Livestock Exposition (EXPICA). Will be held in San Jose, Costa Rica from March 28 through April 5, 1981. This is the largest and most important livestock exposition in Central America. The Office of our Agricultural Attache in Costa Rica is assisting in coordinating the participation of the U.S. breed associations, State Departments of Agriculture, and other livestock concerns. Sufficient booth space will be made available, and there will be a room where slides and movies can be projected. The Agricultural Attache in cooperation with the U.S. participants is planning a reception in honor of each U.S. association or department represented. All livestock representatives from Costa Rica and the visiting countries will be invited. A contribution from each attending U.S. participant is being requested to help defray the cost of the social/business event. Time is short and interested livestock firms should make their reservations without delay. Call or write Frank Lee, Agricultural Attache, American Embassy, San Jose, Costa Rica. Phone: 22-55-66, Extension 251 and 295.